

Message Text

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12

ACTION EA-10

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FM AMEMBASSY TOKYO

TO USDOC WASHDC

INFO SECSTATE WASHDC 5759

UNCLAS TOKYO 14374

FOR OIM/KELLY

E.O. 11652: N/A

TAGS: BEXP, JA

SUBJECT: ACT '75 SOLICITATION SUMMARY REPORT WEEK ENDING NOVEMBER ONE

REF: (A) USDOC 16166 AND (B) TOKYO 13431

1. PA'S RECEIVED FROM OIM, FIFTEEN: (A) ALPHA DATA; (B) APPLIED DIGITAL;
(C) AUERBACH; (D) BEEHIVE; (E) BELL AND HOWELL; (F) CODEX; (G) COMPU CORP; (H) COMPUTER DEVICES; (I) DATA PRODUCTS; (J) DELTA DATA SYSTEMS

(K) DIGI-DATA; (L) GENERAL AUTOMATION; (M) HARRIS COMPUTER SYSTEMS;
(N) INTERDATA; AND (O) PERTEC.

2. PA'S RECEIVED LOCALLY, TEN: (A) AMPEX; (B) DI-AN CONTROLS;
(C) DIGITAL EQUIPMENT; (D) EDUTRONICS; (E) GENERAL DATACOM INTL;
(F) SPATIAL DATA SYSTEMS; (G) TEKTRONIX; (H) TEXAS INSTRUMENTS;
(I) TRW DATACOM INTL; AND (J) VECTOR GENEAL.

3. PA'S EXPECTED FROM OIM, TWO: (A) EASTMAN KODAK AND (B) MUNZIG INTL.

4. PA TO BE SUBMITTED TC, ONE: SUMITOMO SHOJI, MULTI ACCOUNT PARTICIPATION.

5. SINCE TC HAS ONLY ONE SOLID PROSPECTIVE PARTICIPANT (SUMITOMO SHOJI)

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REMAINING, COMPUTER AUTOMATION AND ELECTRONIC MEMORIES REMOVED

FROM TC WAIT LIST. WILL CONFIRM RECEIPT OF DOCUMENTS/CONTRIBUTIONS.

6. OIM STILL APPARENTLY HOPEFUL FOLLOWING FIVE FIRMS: (A) DATUM INTL;
(B) DATARAM; (C) PACIFIC MICRONETICS; (D) TEST DATA; AND (E) TALLEY
CORP.

7. TC STILL HOPEFUL FOLLOWING TWO FIRMS: (A) NASHUA AND (B) SYCOR.

8. C. ITOH AVIATION, PIONEER MAGNETICS REP, ADVISES TC PRINCIPAL
DECLINES PARTICIPATION.

9. RE PARA ONE REFTEL (A), TC COUNTS TWENTY-FIVE PAS RECEIVED OIM AND

TC TO DATE WITH TWO ADDITIONAL PAS EXPECTED FROM OIM. PARA ONE
REFTEL (A) OMITS MENTION OF (A) AMPLEX; B(B) DIGI-DATA; (C) DIGITAL
EQUIPMENT;
(D) EDUTRONICS; AND (E) TRW DATACOM.

10. PARAS ONE THRU FIVE ABOVE YIELD THIRTY DEFINITE PARTICIPANTS THIS

DATE. PARAS SIX AND SEVEN INDICATE SEVEN ADDITIONAL POSSIBLE PROSPECTS.

ASINDICATED REFTEL (B) PARA SIX, TC BELIEVES CAN ACCEPT THIRTY-FIVE
PARTICIPANTS INITIALLY AND THEN RELEGATE ADDITIONAL COMPANIES TO
WAITING LIST STATUS, PENDING ACCURATE DETERMINATION AVAILABLE SPACE
AGAINST NEEDS OF ACCEPTED PARTICIPANTS. PLEASE ADVISE AS ADDITIONAL
PAS RECEIVED AND CONFIRM AGREEMENT THIS REPORT WITH OIM RECORDS.

HODGSON

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Message Attributes

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